

Message Text

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16

ORIGIN XMB-07

INFO OCT-01 ARA-16 ISO-00 EB-11 COME-00 CIAE-00 INR-10

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DRAFTED BY: XMB/G. MILLER:EF

APPROVED BY: EB/OCA/REP:RCJORGENSEN

XMB:JOHN D. BIERMAN

EB/IFD/ODF:EMLINTON

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R 202224Z NOV 73

FM SECSTATE WASHDC

TO AMEMBASSY SAN SALVADOR

UNCLAS STATE 229106

E.O. 11652: N/A

TAGS: BPRO

SUBJ: VISIT OF EXIMBANK LOAN OFFICER GEORGE B. MILLER
(EXPORTER CREDITS AND GUARANTEES DIVISION) AND FINANCIAL
SPECIALIST JOHN A. FROTHINGHAM (CLAIMS DIVISION)

1. PURPOSE OF VISIT - TO DISCUSS WITH EXISTING CUSTOMERS
OUTSTANDING CREDITS AND TO EXPLORE THE POSSIBILITIES FOR
RENEWAL. ALSO TO INVESTIGATE DELINQUENT OBLIGATIONS.

2. SCHEDULE AS FOLLOWS:

- A. MILLER AND FROTHINGHAM ARRIVE FROM GUATEMALA CITY (PAN
AN NR. 503) AT 1745 HOURS, THURSDAY, DECEMBER 6.
- B. BOTH DEPART FOR SAN JOSE (TACA INTERNATIONAL NR 211)
AT 1715 HOURS, TUESDAY, DECEMBER 11.
- C. RESERVATIONS FOR BOTH AT CAMINO REAL CONFIRMED.

3. REQUEST APPOINTMENTS FOR BOTH MILLER AND FROTHINGHAM
WITH:

- A. COMMERCIAL OFFICER AT EMBASSY (FIRST MEETING PREFERABLY)
- B. COMPANIA GENERAL DE EQUIPOS (COGESA)
- C. QUINONEZ HERMANOS

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MEETINGS B AN C TO DISCUSS OUTSTANDING CREDITS

AND POSSIBILITY OF REVIEWAL

D. DR. DANIEL ARIAS FUNES

E. MR. GERMAN ROQUE MOLINA OF TERRACERIAS Y PAVIMENTACIONES
S.A.

F. MR. TONY CLOSA OF HOLIDAY TOWN OF COSTA DEL SOL S.A.M
MEETINGS D,E, AND F SHOULD BE IN THAT ORDER AND ARE IN REGARD
TO "MONTECO" AND "RODELCO" DEFAULT

G. DR. JOSE ERNESTO JEREZ - TELEPHONE 23-7105 - RE: INDUSTRIAS
ELECTROMECANICAS DE CENTRO AMERICA S.A. (INDULEC) DEFAULT.

H. DR. LUIS E. GUANDIQUE M. TELEPHONE 23-3595/23-4761 - RE:
CONSTRUCTORA ASTURIAS - VEZCAINO S.A. DEFAULT

I. DR. ABELARDO TORRES - TELEPHONE 21-4915 AND 21-3486
RE: DISTRIBUIDORA CENTRO-AMERICANA DE AUTOBUSES S.A. DEFAULT

4. PLEASE ADVISE CONFIRMATION OF APPOINTMENTS. YOUR ASSIS-
TANCE SINCERELY APPRECIATED. KISSINGER

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TAGS: BPRO
To: SAN SALVADOR
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